



Default Prevention: You Are The Key!

August 1, 2002



FSA
FEDERAL
STUDENT AID

We Help Put America Through School



Best Practices – Default Prevention

Dorothy J Gilliard
Asst. Vice Pres.- Student
Financial Services
Lincoln Educational
Services





Company Overview

- Lincoln Educational Services headquartered in West Orange, NJ
- Established in 1946
- Owns and Operates 23 technical and computer skills training campuses
- Schools located in 11 states



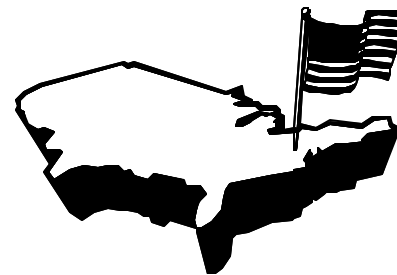
School Statistics

Current Pop.:	8,459
Aver Prog. Length:	13 mos.
No. of Students in Repyt 2001:	6,037
No. of Students in Default 2001:	158
Company-wide CDR 1999:	9.66%



School Locations

- Massachusetts
- Rhode Island
- New Jersey
- Pennsylvania
- Maryland
- Georgia
- Indianapolis
- Illinois
- Colorado
- Texas
- Nevada





School Initiatives

- **Entrance/Exit Interviews**
 - ***Entrance -One-to-One***
 - ***Exit – One-to-One for Graduates***
- **Life Skills Seminars (during first month of the program)**
 - ***Financial Aid Seminars***
 - ***Job Development Training***
 - ***Economic Skills Enhancement***



Corporate Initiatives

- Default Prevention Staff
 - 7 Multi-Diverse Personnel
 - School Assigned Responsibilities
 - Liaison between Lender/Service/Guarantor and Student
 - Completely Automated Due Diligence System
 - Skip-Tracing Processes



Where We Plan To Be

- Our Draft Default Rate for 2000 Company-wide is

6.28%

